

# 5<sup>th</sup> annual national **SMALL BUSINESS conference**

**Success: Survival & Beyond**



*Title Sponsor*

**SAIC**  
*From Science to Solutions*

**MAY 19-21, 2008**

**WWW.NDIA.ORG/MEETINGS/8140**

**HYATT REGENCY LA JOLLA ► SAN DIEGO, CALIFORNIA**

**EVENT #8140**

**11:00 am - 6:30 pm — REGISTRATION OPEN**

Pre-registered attendees may visit the registration desk at this time to check-in and pick up their name badge and conference materials. Anyone who wishes to register onsite can do so during this time.

**11:00 am - 4:30 pm — DISPLAY SETUP**

Displays will be setup at tables on a first-come first-served basis. Come early to get the best location!

**5:00 pm - 6:30 pm — OPENING RECEPTION IN DISPLAY AREA**

Join your fellow conference attendees for the kick-off event of the conference. Network with government and industry over beverages and hors d'oeuvres while you walk the display floor.

**7:00 am - 6:30 pm — REGISTRATION OPEN**

**7:00 am - 8:00 am — CONTINENTAL BREAKFAST**

**8:00 am - 8:30 am — WELCOMING REMARKS**

- ▶ Lt Gen Lawrence Farrell, Jr., USAF (Ret), *President & CEO, National Defense Industrial Association*
- ▶ Mr. Tyrone Taylor, *Chairman, NDIA Small Business Division; President, Capitol Advisors on Technology, LLC*
- ▶ Mr. Pete Steffes, *Vice President, Government Policy, NDIA*

**8:30 am - 9:15 am — KEYNOTE ADDRESS**

**THE CUSTOMER'S VIEW: WHAT SMALL BUSINESSES CAN BRING TO THE TABLE**

- ▶ Mr. Dennis Bauman, *Joint Program Executive Officer, Joint Tactical Radio System*

**9:15 am - 9:45 am — PARTNER ADDRESS**

**THE FUTURE OF TEAMING**

View from the large company's perspective

- ▶ Mr. George Otchere, *Senior Vice President & Director of Small Business Programs, SAIC*

**9:45 am - 10:30 am — BREAK IN DISPLAY AREA**

**10:30 am - 12:00 pm — PANEL**

**SMART EXPANSION FOR SMALL BUSINESSES**

*Panel moderated by Mr. Bob Lopez, Accenture*

- ▶ Mr. Hany Girgis, *President, SGIS*
- ▶ Ms. Georgia Griffiths, *President, G2 Software Systems, Inc.*
- ▶ Mr. Todd Reach, *President, KAB Laboratories*

## TUESDAY MAY 20 2008 CONTINUED

### 12:00 pm - 1:30 pm — LUNCH & AWARDS PRESENTATION

#### **DR. KATHLEEN P. SRIDHAR SMALL BUSINESS EXECUTIVE OF THE YEAR AWARD**

The Sridhar Award and medal recognize leadership and strategic impact in the defense small business sector. It is bestowed annually on a defense industry small business executive who best reflects Dr. Sridhar's leadership excellence and support for a robust small business sector in the defense industrial base.

*Presented by Lt Gen Lawrence Farrell, Jr., USAF (Ret), President & CEO, NDIA*

*With Mr. Ruben Garcia, District Director, U.S. Small Business Administration's San Diego District Office*

### 1:30 pm - 3:00 pm — AFTERNOON BREAKOUT SESSIONS

#### **SESSION 1: WHERE SMALL BUSINESSES FAIL**

What leads to small businesses failing after initial success?

- ▶ Mr. Bill Scheessele, *President, MBDi*

#### **SESSION 2: SUPPLIER DIVERSITY**

- ▶ Ms. Jean Ann Grandinetti, *Director, Supplier Diversity, Agility Defense and Government Services*

### 3:00 - 3:30 — BREAK IN DISPLAY AREA

### 3:30 pm - 5:00 pm

#### **SESSION 1: IS THERE A CHANGE IN YOUR FUTURE?**

Mergers, Acquisitions, and Small Businesses

- ▶ Mr. John Allen, *Co-Head Defense and Government Services Group, BB&T Capital Markets*
- ▶ Mr. Nick Howland, *Director and General Manager, Retail Division BAE Systems Products Group*
- ▶ Mr. Ron Perlman, *Director of Government Contracts, Buchanan Ingersoll & Rooney, PC*

#### **SESSION 2: TURNING INITIAL TEAMING INTO A LONG-TERM RELATIONSHIP**

*Panel moderated by Mr. Frank Hewitt, CEO, intelliSolutions, inc.*

- ▶ Mr. George Arthur, *Vice President, SOLUTE Consulting*
- ▶ Mr. Clarence Carter, *President & CEO, INTEGRITS*
- ▶ Mr. Dwayne Junker, *Chief Operating Officer, Epsilon Systems Solutions*
- ▶ Mr. James Lasswell, *President & CEO, INDUS Technology*
- ▶ Ms. Patricia Mercado, *San Diego Area Manager and Senior Principal, SRA International*
- ▶ Mr. Kenneth Slaght, *Vice President and General Manager, Maritime Systems Sector, General Dynamics Information Technology*

### 5:00 pm - 6:30 pm — NETWORKING RECEPTION IN DISPLAY AREA

**7:00 am - 5:00 pm — REGISTRATION OPEN**

**7:00 am - 8:00 am — CONTINENTAL BREAKFAST IN DISPLAY AREA**

**7:00 am - 8:00 am — WOMEN IN DEFENSE BREAKFAST**

*“Women in Business: Surviving Public Policy”*

Women in Defense (WID) is an NDIA affiliate. The San Diego Chapter hosts this breakfast in keeping with its goals to provide an environment where members of Defense and the Defense Industry can network, enabling them to make valuable contacts that will enhance their career and provide many and varied opportunities. This breakfast will be held in concurrence with the continental breakfast.

▶ Ms. Barbara Kasoff, *President & CEO, Women Impacting Public Policy*

**8:00 am - 8:15 am — MORNING REMARKS**

**8:15 am - 9:00 am — KEYNOTE ADDRESS**

**SMALL DEFENSE BUSINESSES: WHAT DOES THE FUTURE HOLD?**

▶ Mr. Ron Poussard, *Director of Air Force Small Business*

**9:00 am - 9:45 am**

**TRENDS IN SBIR/SSTRS**

What can small businesses really do?

*Panel moderated by Ms. Linda Whittington, SBIR Program Manager, SPAWAR*

▶ Mr. David Busigo, *Acting DARPA SBIR Manager*

▶ Mr. Lee Rosenberg, *Director, Office of Small Business Programs, Missile Defense Agency*

**9:45 am - 10:15 am — BREAK IN DISPLAY AREA**

**10:15 am - 11:45 am**

**EXPANDING FROM DEFENSE TO OTHER “MARKETS”**

*Panel moderated by Mr. Greg Nelson, President, Naples Chapter, SCORE*

▶ Mr. Monty Dickinson, *President, Chapter 140, SCORE*

▶ Mr. Dick Leslie, *Business Counselor, SCORE*

▶ Ms. Mary Lou O’Keefe, *Business Counselor, SCORE*

**12:00 pm - 1:30 pm — LUNCHEON**

**1:30 pm - 3:00 pm — PANEL**

**MARKETING OUTSIDE YOUR LOCAL AREA**

*Panel moderated by Mr. Al Heisig, President & CEO, ALANSA*

▶ Ms. Lou Elias, *Vice President, Contracts & Pricing, Defense Group, Inc.*

▶ Mr. Ruben Garcia, *District Director, U.S. Small Business Administration’s San Diego District Office*

▶ Mr. Ron Poussard, *Director of Air Force Small Business*

▶ Mr. Ralph C. Thomas, III, *Buchanan Ingersoll & Rooney P.C.*

## WEDNESDAY MAY 21 2008 CONTINUED

3:00 pm - 3:30 pm — BREAK IN DISPLAY AREA

3:30 pm - 5:00 pm — AFTERNOON BREAKOUT SESSIONS

### **SESSION 1: FOSTERING TECHNOLOGY INNOVATION IN SMALL BUSINESSES**

*Panel moderated by Mary Ann Beyster, President, The Foundation for Enterprise Development*

- ▶ Ms. June Choceles, *Choceles Consulting*
- ▶ Mr. George Otchere, *Senior Vice President & Director of Small Business Programs, SAIC*
- ▶ Mr. Larry Trammell, *CEO, TechFlow, Inc.*
- ▶ Dr. Mary Wallshok, *Dean & Associate Vice Chancellor, University of California, San Diego*

### **SESSION 2: SHARING IP RIGHTS**

*Panel moderated by Mr. Jack Friery, Esq., Attorney-at-Law*

- ▶ Mr. Eric DeGraff, *Director, X-Feds, Inc.*
- ▶ Mr. Thomas A. Kruza, III, *Crowell & Moring*

5:00 pm — CONFERENCE ADJOURNS

## DISPLAYERS

Advance Reprographics	Marine Corps Tactical Systems Support Activity
Advanced Test Equipment Corporation	MaXentric Technologies
Agility Defense & Government Services	McLaughlin Research Corporation
The ASTA Group	Missile Defense Agency
BAE Systems	National Contract Management Association
BecTech	Naval Surface Warfare Center
Chenega Federal Systems	NAVFAC San Diego
DC3: Michigan Defense Contract Coordination Center	NDIA Membership
Department of Homeland Security	Oshkosh Corporation
Department of Veteran Affairs	Ralphs-Pugh Co., Inc.
Diversified Technologies, Inc.	Raytheon Company
EA Engineering, Science & Technology, Inc.	Referentia
EEI Manufacturing Services	SAIC
Epsilon Systems Solutions, Inc.	Space and Naval Warfare Systems Command
GCAS, Inc.	Sullivan International
Hirok, Inc.	SupplyCore
INDUS Technology, Inc.	Synectic Solutions, Inc.
Kaysun Corporation	Tele-Consultants, Inc.
KIRA, Inc.	Tracer ES&T
Lockheed Martin Corporation	

The Kathleen P. Sridhar Small Business Executive of the Year Award is a small business award. It is named in honor of Dr. Kathleen P. Sridhar who was a small business CEO of uncommon ability and accomplishment. She was also very active in NDIA conferences, seminars, and events, and eventually served as president of the San Diego Chapter of NDIA. She was known as an inspirational leader who mentored others to successful leadership positions in the small business sector of the defense industrial base. The Sridhar Award and medal recognize leadership and strategic impact in the defense small business sector. It is bestowed annually on a defense industry small business executive who best reflects Dr. Sridhar's leadership excellence and support for a robust small business sector in the defense industrial base. The awardee will meet the following criteria:

- US Citizen
- NDIA Member
- Executive of a current or recently graduated small business
- Strong record of business accomplishment
- Significant record of giving back through activities such as mentoring or charitable work, and/or an active supporter of the small business sector, as well as the larger whole of the defense industrial base

*Presentation of the award will be made at Tuesday's lunch, 12:00 pm - 1:30 pm.*

**Previous award recipients:**

- 2007 Dwayne N. Junker, President, Epsilon Systems  
2006 Constance E. Blair, President and CEO, Technology Ventures  
2005 Joanna Lau, Founder, CEO and Chairman of the Board, LAU Technologies  
2004 Kathleen P. Sridhar, Ph.D., Founder and President, INDUS Technology (Posthumously)

**2008 AWARD PRESENTED TO:**

**Mr. William Strang, President/CEO, Tactical & Survival Specialties, Inc.**

**Nomination Letter**

The NDIA Special Operations and Low Intensity Conflict Division proudly, and wholeheartedly, endorses Mr. William E. Strang, Jr., for the Kathleen P. Sridhar Small Business Executive of the Year Award. As Founder, President, and CEO of Tactical and Survival Specialties, Inc. (TSSI), Bill established his company in 1990 with a very modest budget and a basic purpose to provide the best survival and tactical equipment commercially available to his wide network of friends and colleagues within the Special Operations Community. Since these humble beginnings, Bill superbly led the development of TSSI into a growing multi-million dollar a year support, logistics, and service company that provides logistical support and services to a vast array of customers. These customers include all branches of the United States military, all levels of Law Enforcement, and Emergency Responders- including Disaster Relief professionals and organizations, and support to more than 25 allied nations. Beyond providing professional and fiduciary excellence in the management of his company, Bill consistently responds with deliberate speed to those in need when disasters befall our country. As examples, shortly after the attacks on September 11th, 2001, Bill and TSSI personnel provided volunteer services to New York City in support of emergency operations and established Operation Respond which culminated in the delivery of more than 17,000 pounds of donated specialized clothing and rescue equipment to NYPD Emergency Support Unit. In the aftermath of Hurricane Katrina, TSSI responded by deploying personnel on-site and providing professional services and equipment in support of relief efforts.

In addition to his work with TSSI, Bill is a very active member on the NDIASO/LIC Division Executive Board and holds positions as Chairman, Industry Issues and Vice Chairman for Exhibits for the annual SO/LIC symposiums. Other professional affiliations include membership in the National Eagle Scout Association, National Rifle Association, Naval Enlisted Reserve Association, Fleet Reserve Association, Special Forces Association, Veterans of Foreign Wars, Seabee Veterans

of America, Navy League Central Virginia Chapter, U.S. Naval Institute, National Tactical Officers Association, International Association of Law Enforcement Firearms Instructors, U.S. Air Force Association, Association of the United States Army, National Shooting Sports Foundation, National Military Intelligence Association, and American Society of Industrial Security.

Finally, as an Eagle Scout, he serves his local community as Assistant Scoutmaster for Troop 40 of the Boy Scouts of America. Bill Strang's work, service, and dedication to his country are an inspiration to all who know him.

### **Biography**

2006 to Present: Founder & Managing Director, SPSA, LLC. Special Projects Special Applications, Harrisonburg, Va. SPSA, LLC. is a project and process management company dedicated to providing design, development, documentation, manufacturing, packaging and logistic services to military, law enforcement and disaster recovery organizations at the local, state and federal levels. "Total Project & Process Management with an Unprecedented Level of Dedication"

1990 to Present: Founder, President & CEO, Tactical & Survival Specialties, Inc. (TSSI), Harrisonburg, Va. Tactical & Survival Specialties, Inc provides a full line of tactical and operational support equipment and product training to military, law enforcement, and disaster recovery professionals world-wide. TSSI has a long standing reputation for delivering products and equipment packages to the customer "Anytime, Anywhere, No Matter Where Your Mission Takes You."

1984 to 1990: Regional Training Specialist, AMP Inc., Harrisonburg, Va. Responsibilities included but not limited to: Development, coordination and delivery of training programs to some 2500 managerial, engineering, technical and production employees in 5 manufacturing facilities located in the central and southern Shenandoah Valley of Virginia. Coordination of both in-house instructors and professional educators to provide approximately 400 different training programs at on-site and off site locations. Corporate liaison with local educational institutions including vocational training schools, community colleges and local universities. Task analysis services for 5 manufacturing plants for new manufacturing cells, equipment up grades and technical process up grades. Managing, supervising and maintaining the 4400 square ft. regional training center, equipment and tooling. Managing an annual training and equipment budget of \$700,000.

Education: University of Pittsburgh, 1978-1982 (108 credits toward BSE in vocational education); Allegheny High School, 1967-1971.

Military Service: United States Navy, 1971-1975, Vietnam Veteran; United States Naval Reserve, 1976-1994, Retired-Senior Chief Petty Officer.

Awards and Commendations: US Navy Commendation Medal (1980 & 1994); US Navy Achievement Medal (1992); US Navy Seabee Combat Warfare Specialist (1991); US Navy Reserve Seabee of the Year (1980); US Navy Master Training Specialist (1978); US Navy and Marine Corps Combat Action Ribbon (1972).

Certifications: Journeyman Machinist - Pa. Department of Labor; HK MP-5 Sub-Machine Gun Instructor; HK Tactical Rifle Instructor; Diversionary Devise Instructor; Law Enforcement Chemical Agent Instructor; Emergency Response Team Operations Instructor.

Honors and Awards: Eagle Scout Boy Scouts of America Order of the Arrow-Vigil Honor Boy Scouts of America Massanutten District Chairman's Award (2005); Boy Scouts of America Massanutten District Award of Merit (2006); Better Business Bureau Regional Finalist Torch Award for Marketplace Ethics (2003); National Tactical Officer's Association Spirit Award; Awarded to a non-law enforcement professional who has contributed to the growth of law enforcement special operations (2003).

## THANK YOU TO OUR TITLE PARTNER



A leading science, engineering and technology application company, Science Applications International Corporation [NYSE: SAI] solves problems of vital importance to the nation and the world in national security, energy, the environment, public infrastructure and health. Founded by J. Robert Beyster, Ph.D., and a small group of scientists in 1969, SAIC is now a Fortune 500® company, with approximately 44,000 employees worldwide.

SAIC has a strong commitment to supporting government programs of national importance – helping to solve or undertake our country's most significant problems

SAIC shares lead systems integrator status with The Boeing Company on the Department of Defense's second-largest program -- Future Combat Systems (FCS). FCS is the Army's principal transformation program and will be the foundation of a rapidly deployable, network-centric force.

SAIC also designs and develops high-power microwave systems, which could be used to stop enemy vehicles or disrupt enemy command, control and communications.

As a leading provider of engineering and technical support for operational test and evaluation of Air Force systems, SAIC is helping Airmen integrate the results of ongoing experimentation, testing, training and simulation.

SAIC is the principal defense contractor for Joint Intelligence Operations Capability-Iraq (JIOC-I), a capability that provides military forces with access to critical intelligence while it has maximum value, and visualization applications that highlight locations and vulnerabilities of adversaries across multiple theaters of operation.

The company also has led the way in homeland security and public safety, developing the Integrated Container Inspection System (ICIS) to examine U.S.-bound cargo with significantly reduced impact on the flow of commerce. In addition, SAIC is working with the U.S. Centers for Disease Control and Prevention to improve early detection of major disease outbreaks and bioterrorism attacks.

SAIC also is answering the call for better intelligence sensors, communications networks, analytics and commercial-based supply chain solutions. As the Defense Logistics Agency's largest prime vendor for maintenance, repair and operations, SAIC manages a significant portion of the Navy, Air Force and Army supply chains.

SAIC's IT experts and scientists are designing Web-enabled healthcare applications, supporting leading-edge pharmaceutical research and helping to manufacture potential vaccines to be tested for the prevention of malaria, HIV, anthrax, Ebola, West Nile virus and influenza. The company is pioneering new nanotechnology devices to deliver cancer therapeutic agents at the cellular level.

SAIC is providing safety, reliability and quality support for vital NASA projects, including the Space Shuttle missions and the International Space Station.

Our energy and environmental engineering and remediation solutions support the oil and gas industry, utilities, energy service companies and government operations. SAIC is a major provider of IT outsourcing, systems integration and business consulting for leading pharmaceutical and energy companies.

SAIC generates approximately 93 percent of its business through federal, state and local government contracts. The remaining seven percent is comprised of commercial contracts.

From the start, SAIC was designed for professional people who want to perform superior scientific and technical work and who want to have a stake and a voice in the company's development.



BAE Systems is a global defense and aerospace company, delivering a full range of products and services for air, land, and naval forces, as well as advanced electronics, information technology solutions, and customer support services. BAE Systems, with 96,000 employees worldwide, had 2006 sales that exceeded \$27 billion.

**BAE SYSTEMS**

The U.S. subsidiary of BAE Systems is headquartered in Rockville, Maryland, and is responsible for developing the company's trans-Atlantic business, relationships with the U.S. Government, administration of BAE Systems' Special Security Agreement, and managing its U.S. based operating groups. These operating groups collectively employ some 52,000 employees in the U.S., UK, Sweden, Israel, and South Africa generating annual sales in excess of \$14 billion.

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the industry's leading full-service investment banks specializing in mergers and acquisitions and financial advisory services in the Defense and Government Services industries. We have completed over 300 M&A transactions in the Defense & Government Services sectors with an aggregate value exceeding \$10 billion. We are part of BB&T Capital Markets, which offers an integrated platform of services in equity capital markets, debt capital markets and corporate banking. BB&T Capital Markets is a division of Scott & Stringfellow, Inc., member NYSE/SIPC, a separate, non-bank affiliate of BB&T Corporation. In addition to Defense and Government Services, our Investment Banking industry teams consist of Communications; Financial Services; Healthcare; Industrial Services and Durables; Logistics and Transportation Services; and Retail and Consumer products. We are owned by one of the nation's largest financial holding companies, BB&T Corporation (NYSE: BBT), with over \$136 billion in assets. Advisory services are offered through Scott & Stringfellow, Inc., a Registered Investment Advisor.



## \$5,000 PROMOTIONAL PARTNERS

**L O C K H E E D M A R T I N**



Headquartered in Bethesda, Maryland, Lockheed Martin Corporation employs over 140,000 people worldwide and is principally engaged in the research, design, development, manufacture and integration of advanced technology

systems, products and services. LM operates over 1,000 facilities in 500 cities and 46 states throughout the U.S. Internationally, LM has business locations in 75 nations and territories.

As a systems integrator and information technology company, the majority of Lockheed Martin's business is with the U.S. Department of Defense and the U.S. federal government agencies. Lockheed Martin is the largest provider of IT services, systems integration, and training to the U.S. Government. The remaining portion of Lockheed Martin's business is comprised of international government and commercial sales of our products, services and platforms.

Lockheed Martin's operating units are organized into broad business areas.

- Aeronautics: includes tactical aircraft, airlift, and aeronautical research and development lines of business.
- Space Systems: includes space launch, commercial satellites, government satellites, and strategic missiles lines of business.
- Systems & IT Group: includes missiles and fire control, naval systems, platform integration, C4I, federal services, energy programs, government and commercial IT and aeronautical/aerospace services lines of business.
- Electronics Systems, includes advanced platforms; sensors and surveillance; integrated warfare systems; lifetime support, logistics and training; missile defense; network centric systems; systems integration and homeland security.

As part of its commitment to small business, Lockheed Martin participates in Mentor-Protégé programs with various government departments and agencies. and intends to significantly expand its number of Small Business Innovative Research (SBIR) relationships. In support of this commitment, Lockheed Martin has established several engineering level collaboration and integration sites. These facilities support "Best of Breed" content and applicability for Lockheed Martin and our Government customers. These sites serve as systems engineering centers for mentoring small businesses and fostering innovation by providing a realistic development and integration environment that enables collaboration between Lockheed Martin, small business partners and Government customers.

Sullivan International Group, Inc. (Sullivan) is a professional services company specializing in science, engineering and advanced technology services to both federal and commercial clients nationwide. Sullivan's vision is to always develop solutions that will exceed the client's expectations. Sullivan provides services ranging from infrastructure design and environmental remediation to industrial operations, systems integration and advanced programming. Sullivan is currently one of ten contractors that were "hand-picked" to participate in the DoD Defense Robotics Program, developing new technology solutions that will play a crucial role in the development and implementation of new technologies that are on the cutting edge of the robotic and unmanned systems arena. The company has been recognized as an industry leader in a variety of service areas that have not only recognized their science and technology innovation but also the significant growth they have achieved in these areas.



Sullivan was founded in 1998 and has experienced tremendous growth; with over 130 employees today. Sullivan was named the fastest growing privately held company in San Diego in 2004 and 2005 and ranked #7 on the INC 500 List of fastest growing companies in the country in 2004. Sullivan is an SBA certified 8(a) and Service Disabled Veteran Owned Business. In 2004, Sullivan was also awarded the prestigious Nunn-Perry award from the Department of Defense, OSDDBU which recognizes companies for their superior program performance. The Environmental Business Journal has recognized Sullivan with their Silver medal in Business Achievement. The Association of Environmental Professionals awarded Sullivan their Environmental Technical Achievement award for Sullivan's design of a high desert composting method. Sullivan has received the Best Companies to Work for Award from the San Diego Business Journal in 2004 & 2005 and named the winner of the Excellence in the Work Environment by the San Diego Chamber of Commerce in 2004. Sullivan has also been honored by the San Diego Business Journal as the Multicultural Heritage Awardee in 2005 and 2006 celebrating a culturally enriched working environment. Sullivan is headquartered in San Diego and has offices in Chicago and San Francisco as well as projects and employees throughout the United States.

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